



REPORT TO MAYOR AND COUNCIL

TO THE HONORABLE MAYOR AND COUNCIL:

DATE: June 9, 2015

SUBJECT: PURCHASE OF BATTERY BACKUP SYSTEMS AND 24VDC BACKUP BATTERY PACKS FOR SIGNAL CONTROLLERS FROM TESCO CONTROLS, INC. AS A SOLE SOURCE CONTRACT (MEASURE J 28(a) FUNDS)

Report in Brief

Battery backup systems are a critical component when keeping traffic signals operating during power outages. Many years of signalized intersection experience gained by Public Works and Traffic Engineering staff identified backup battery units offered by Tesco Controls as reliable and maintainable equipment. The use of Tesco Controls equipment fulfills the Public Works Department goal of standardizing existing traffic signal equipment.

The desire to standardize the City's battery backup equipment does not allow Public Works staff to seek out additional vendors of like or similar technology to secure the required three competitive bids. Current purchasing requirements will, however, allow a sole-source purchase with proper justification (Attachment A) and the approval of the City Council.

Staff recommends that City Council approve the purchase of the battery backup systems from Tesco Controls Inc. in the amount of \$68,926.15.

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 requires a series of batteries and an inverter to keep the signals in operation during power outages. Without a battery backup system in place, signalized intersections go completely dark during a power outage. When a battery backup system is in place during a power outage, the traffic signals will continue normal operations or go into a flash mode, which alerts vehicular traffic of the need to stop at the intersection.

Staff has identified Tesco Controls as a provider of the most reliable and maintainable traffic signal product based on actual experience in Concord. The goal of Public Works and Transportation Engineering is to make Tesco Controls equipment the standard for all of the City's signalized intersections. Doing so increases efficiencies through longevity of the equipment, ability to keep a smaller inventory of replacement parts, and the need to train staff on just a single system.

**PURCHASE OF BATTERY BACKUP SYSTEMS FOR SIGNAL CONTROLLERS
FROM TESCO CONTROLS, INC.**

June 9, 2015

Page 2

Discussion

Staff has identified thirteen signalized intersections located throughout Concord in need of a battery backup system (see Attachment B). The staff recommendation includes the purchase of these thirteen systems in addition to the network cards necessary for the equipment.

The City's purchasing requirements state that purchases above \$50,000 require a competitive bid process and Council approval; and that in those instances when research determines the product can only be obtained from a single-source, the non-competitive purchase can only be consummated with 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 objectives. The performance of Tesco Controls equipment is necessary for reliable and maintainable traffic operations.

Tesco Controls equipment now resides in all of Concord's signalized intersections having battery backup systems. This project will install additional Tesco Controls equipment at intersections not already using backup power. 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.

Tesco Controls provided the City with a quote to supply battery backup equipment for thirteen signalized intersections located throughout Concord. Battery backup systems do not currently exist at these locations, installation of the backup systems will provide greater safety to the public during power outages.

Fiscal Impact

Measure J 28(a) funds in the amount of \$80,000 were allocated for this project in the Fiscal Year 2014-15 Budget.

Public Contact

Posting of the Agenda.

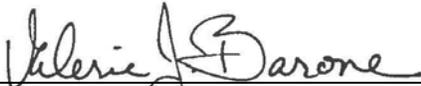
**PURCHASE OF BATTERY BACKUP SYSTEMS FOR SIGNAL CONTROLLERS
FROM TESCO CONTROLS, INC.**

June 9, 2015

Page 3

Recommendation for Action

Staff recommends that City Council approve the purchase of battery backup systems and 24VDC backup battery packs from Tesco Controls Inc. in the amount of \$68,926.15.



Valerie J. Barone
City Manager

Valerie.Barone@cityofconcord.org

Prepared by: Justin Ezell
Director of Public Works

Justin.Ezell@cityofconcord.org

Attachment A: Justification for Procurement Form
Attachment B: Battery Backup Installation Locations



JUSTIFICATION FORM

DATE: May 18, 2015
ATTENTION: Purchasing Division, Finance Department
FROM: Todd Wilson DEPARTMENT: Public Works
PHONE: 925-671-3045 EMAIL: _____
SUBJECT: Justification for Procurement- Non-competitive bids

*This form is used only for special circumstances such as a sole/single source purchase, when it's difficult to find other vendors providing the product/service, and/or emergency/urgent reasons. Please refer to the '**Bidding and Procurement Process Flowchart**' for guidance on the proper procedures for bidding and/or purchasing at certain amount thresholds.*

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/manufacturer. 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*, \$ 10,001 - \$50K: *Competition-3 Quotes*,
> \$50K: *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: \$68,926.15
Authorized Department Signature: _____
(Digital Signature acceptable)
Print Name: Justin Ezell, Director of Public Works

Please email completed forms to debbie.wellnitz@cityofconcord.org. PO #: _____

(For Purchasing)

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. Products/services are unique to our industry and a few, or perhaps only one source of supply may exist or be available to provide a certain good or service, and/or there's only one documented and verified vendor for the product or service;
- The public exigency or emergency for the requirement will not permit a delay resulting from competitive solicitation and/or where an emergency situation exists and the public health, welfare, and safety of the city requires that an order be immediately placed with a source of supply;
- Some parts and equipment require adherence to a particular manufacturer or brand name which may or may not be a particular supplier) in order to maintain the form, fit and function of a part, parts or system. Or maintaining proper performance of the system and/or warranty validity issues can be part of a determination for selection of a certain supplier on a non-competitive basis;
- After solicitation of a number of sources, competition is determined inadequate. Specify: _____
- Utilizing a piggyback contract, cooperative agreement, or similar, as determined to be in the city's best interest. Purchase may also be from the United States of America or any state, municipality, or other public corporation or agency.
- 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 our organization's process
- Other _____

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

- 1. Description of product/services/requirement;**
31 TESCO MODEL 22-000BBS with 2000VA Watt Inverter Battery Backup System complete with four (4) with Ambient Temperature Enclosure Alum and painted. Units complete with six (6) 24 Volt Batteries and Full LED & Corbin Lock (46"x20"Wx10"D)
- 2. Description of prior purchases and/or 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.) and future efforts to promote competition;**
City staff has found this equipment to be extremely reliable and it has been made the standard battery backup systems throughout the city. Keeping the equipment standardized is necessary for reliability, training, repair and replacement purposes.
Tesco battery systems are the standard specification in the City of Concord. Staff will continue to negotiate the best possible pricing from the manufacturer of the equipment.
- 3. Additional comments for this purchase;**
This equipment will be purchased from the manufacturer of the equipment and Tesco is the manufacturer of the equipment.

ATTACHMENT B
BATTERY BACKUP INSTALLATION LOCATIONS
JUNE 9, 2015

1. Concord Avenue and Stanwell Drive
2. Concord Avenue and Market Street
3. Concord Avenue and Commerce Drive
4. Willow Pass Road and Diamond Boulevard
5. Willow Pass Road and Market Street
6. Port Chicago Highway and Sunset Avenue
7. Clayton Road and Oakland Avenue
8. Monument Boulevard and Oak Grove Road
9. Treat Boulevard and Cowell Road
10. Treat Boulevard and Oak Grove Road
11. Ygnacio Valley Road and Ayers Road
12. Clayton Road and Alberta Way
13. Kirker Pass Road and Concord Boulevard