

**Columbus Consolidated Government
Council Meeting Agenda Item**

TO:	Mayor and Councilors
AGENDA SUBJECT:	Pursuit Vehicle Build Out (Annual Contract) – RFPB No. 23-0015
INITIATED BY:	Finance Department

It is requested that Council authorize the execution of an annual contract with Mobile Communications America, Inc. (Columbus, GA), for pursuit vehicle build out services. Services include the provision and installation of various ancillary equipment in pursuit vehicles, such as: Light Bars, Sirens, Prisoner Restraint Seats, Radars, Car Video, Laptops, etc. Contractor will also perform installations for other city-owned vehicles. The annual usage for this contract is approximately \$201,000.00.

The term of the contract will be for five (5) years, with the option to renew for five (5) additional twelve-month periods. Contract renewal will be contingent upon the mutual agreement of the City and the Contractor.

Annual Contract History:

The previous contract was awarded to Mobile Communications America, Inc., (Columbus, GA), (formally Columbus Communications, Inc., Columbus, GA), per Resolution No. 14-13.

RFP Advertisement and Receipt of Proposals:

On March 14, 2023, RFP specifications were posted on the web page of the Purchasing Division, the Georgia Procurement Registry and DemandStar. This RFP has been advertised, opened, and evaluated. Three proposals were received on June 2, 2023, from the following firms:

Mobile Communications America, Inc. (Columbus, GA)

ProLogic ITS (Acworth, GA)

*Interceptor Public Safety Products, Inc. (Forsyth, GA)

**Interceptor Public Safety Products, Inc. withdrew their proposal for consideration on July 13, 2023.*

The following events took place after receipt of the proposals:

RFP MEETINGS/EVENTS		
Description	Date	Agenda/Action
Pre-Evaluation Meeting	07/21/23	The Purchasing Manager advised evaluation committee members of the RFP rules and process, and the project manager provided an overview. Proposals were distributed to each committee member to review.

1 st Evaluation Meeting	08/03/23	Committee members discussed the proposals and determined that clarifications were needed from both vendors.
Clarifications requested	08/03/23	Requests for clarification were forwarded to both vendors.
Vendor responses	08/09/23	Clarifications received and forwarded to the evaluation committee. Voters stated they were prepared to begin the evaluations.
Evaluation Forms Sent	08/14/23	Evaluation forms were forwarded to voting committee members.
Evaluation Results	08/18/23	Evaluation forms were completed and returned to Purchasing for compilation of results, which were then forwarded to the Evaluation Committee members for review.
2 nd Evaluation Meeting	09/20/23	The Committee met to discuss the Evaluation results at which time the Committee voted 2-1 to recommend award to the highest-scoring vendor, Mobile Communications America, Inc.
Email from committee member	09/22/23	An email was received from a committee member requesting another meeting to discuss awarding to more than one vendor.
3 rd Evaluation Meeting	09/25/23	After discussion, the Committee decided to send a letter to ProLogic ITS inquiring to see if the non-local vendor would set up a temporary location if contract is awarded to more than one vendor. The response from the vendor would determine if the Committee would recommend award to more than one vendor.
Letter of Inquiry	09/28/23	Letter of Inquiry sent to ProLogic ITS.
Response received	09/29/23	Response received from ProLogic ITS and forwarded to committee members for review.
Award Recommendation	10/02/23	The voting committee unanimously recommended award to Mobile Communications America, Inc.

Evaluation Committee:

The proposals were reviewed by members of the Evaluation Committee, which consisted of one voting member from the Police Department, one voting member from the Sheriff’s Office, and one voting member from the Public Works Department.

One representative from the Sheriff’s Office served as an alternate voter.

Two additional representatives from the Public Works Department and one representative from the Sheriff’s Office served as non-voting advisors.

Award Recommendation:

The Committee recommended award to highest-scoring vendor, Mobile Communications America, Inc., by a vote of 2-1, as reflected by their comments below:

- The vendor, being local, is a plus as it makes it easier to do spot checks and get things done in a more timely manner. It is also easier to get vehicles to them for installations. The vendor has better pricing for the installations.

- Commitment to equip one car per day once all equipment has been received. 5-year warranty. Close proximity. Keeps parts in stock, less delays.
- Geographic location is located in Columbus, GA. Vehicle Delivery Rate, per proposal they can deliver 1 vehicle per day.

- **Mobile Communications America, Inc.**

- Mobile Communications America, Inc. purchased Columbus Communications (a long-time vendor to CCG, formally First Communications) in 2017. The company's name was changed at that point to Mobile Communications America, Inc. (MCA). Their experienced staff includes:
 - Jeremy Bailey, Service Manager; 25 years' experience installing and maintaining all systems related to pursuit car build out.
 - Joseph Land, Mobile Data Specialist; Employed since 2006, his expertise in computers and mobile computing provides outstanding support with PMDC, RMS, mobile data, and in-car computer systems currently used by CCG. Also has equal experience with in-car video support and installation along with mechanical installs and emergency lighting on pursuit vehicles.
 - Andrew King, Lead Install Technician; employed since 2013 with expertise in the installation of all pursuit car equipment, to include lighting: cages, molded seats, MDTs, radars, and communications. Oversees installation process and quality control since 2017.
 - Tommy Taylor, Pursuit Car Buildout Design Specialist; employed since 2011. Formerly co-owner in Emergency Vehicle Products. His expertise is in all aspects of pursuit vehicle lighting and all mechanical installation of rear cages, molded seat systems, and radar installation. Sixteen years' experience dealing with all areas of pursuit vehicle build out and the design of such packages.
- The following is a list of clients whom the vendor has provided similar services:
 - Lee County Sheriff's Office (Opelika, AL): August 2022 – May 2023; \$120,000.00. Installation of pursuit vehicle equipment into various vehicles.
 - City of Bainbridge (Bainbridge, GA): February 2022 – November 2022; \$150,000.00. Installation of pursuit vehicle equipment into various vehicles.
 - Russell County Sheriff's Office (Phenix City, AL): February 2022 – June 2022; \$100,000.00. Installation of pursuit vehicle equipment into various vehicles.

The City's Procurement Ordinance, Article 3-110 (Competitive Sealed Proposals (Negotiations) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information have been submitted to the City Manager in a separate memo for informational purposes.

Funds will be budgeted in the appropriate public safety departmental and other city departmental expense budgets as Automobiles or Light Trucks/SUVs.

A RESOLUTION

NO. _____

A RESOLUTION AUTHORIZING THE EXECUTION OF AN ANNUAL CONTRACT FOR PURSUIT VEHICLE BUILD OUT SERVICES WITH MOBILE COMMUNICATIONS AMERICA, INC. (COLUMBUS, GA), SERVICES INCLUDE THE PROVISION AND INSTALLATION OF VARIOUS ANCILLARY EQUIPMENT IN PURSUIT VEHICLES, SUCH AS: LIGHT BARS, SIRENS, PRISONER RESTRAINT SEATS, RADARS, CAR VIDEO, LAPTOPS, ETC. CONTRACTOR WILL ALSO PERFORM INSTALLATIONS FOR OTHER CITY-OWNED VEHICLES. THE ANNUAL USAGE FOR THIS CONTRACT IS APPROXIMATELY \$201,000.00.

WHEREAS, an RFP was administered (RFP No. 23-0015) and three proposals were received; and,

WHEREAS, the proposal submitted by Mobile Communications America, Inc. met all proposal requirements and was most responsive to the RFP; and,

WHEREAS, the term of this contract shall be for five (5) years, with the option to renew for five (5) additional twelve-month periods. Contract renewal will be contingent upon the mutual agreement of the City and the Contractor.

NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:

That the City Manager is hereby authorized to execute an annual contract with Mobile Communications America, Inc. (Columbus, GA), for pursuit vehicle build out services. Funds will be budgeted in the appropriate public safety departmental and other city departmental expense budgets as Automobiles or Light Trucks/SUVs.

Introduced at a regular meeting of the Council of Columbus, Georgia, held the _____ day of _____, 2023 and adopted at said meeting by the affirmative vote of _____ members of said Council.

- Councilor Allen voting _____
- Councilor Barnes voting _____
- Councilor Begly voting _____
- Councilor Cogle voting _____
- Councilor Crabb voting _____
- Councilor Davis voting _____
- Councilor Garrett voting _____
- Councilor Huff voting _____
- Councilor Thomas voting _____
- Councilor Tucker voting _____

