



AGENDA
PUBLIC PROCUREMENT AUTHORITY
Wednesday, July 8, 2015
2:00 p.m. PST

1. **CALL TO ORDER**

A. Roll Call

- Tim Moor, Chief Redmond Fire, President PPA Board
- Mike Duyck, Chief TVFR
- Dan Peterson, Chief Jackson County

Non-voting Members

- Jeff Johnson, CEO, WFCFA

B. Staff and guests in attendance

Heidi Arnold, WFCFA

2. **PUBLIC TESTIMONY**

3. **NEW BUSINESS**

A. Review and Discussion –

- RFP #1520 - Data and Communications Equipment

B. Board decision on Intent to Award Contract(s) **

4. **GOOD OF THE ORDER**

5. **ADJOURN**

** denotes items requiring action

**Summary Evaluation of Data and Communications Equipment
RFP #1520**

Criteria for all Proposers (500 Possible Points)

Component Evaluated	Weight and Point Value*	AT & T	Sonim	Sprint	T-Mobile	Verizon Terremark	Verizon Wireless	Comments
Pricing: Product price analysis and discounts proposed including favorable pricing for cooperative purchasing	W= 25 125 max	110	90	95	90	110	95	ATT – favorable % off discounts on service and devices ranging from 15% individual/25% business/ 50% off devices. Sonim - device only providing fixed price off MSRP which was a good discount; Sprint – favorable % off discount 18% individual/23%corporate (existing users keep their 22%). T-Mobile – favorable 14% discount and addtl pricing incentives available. Verizon Terremark – favorable % off discounts ranging from 5-47% on cloud based solutions. Verizon Wireless – some solutions provide fixed pricing with no MSRP to compare; other partner solutions provide favorable % off discount.
Product Line (by category): Breadth, variety, quality of product line and warranties available.	W= 10 50 max	45	40	40	45	40	40	ATT – extensive offering of different individual and corp plans, applications, services, devices and accessories. Sonim provides rugged smart phones and accessories. Sprint – extensive variety of products/services but not all plans qualify for discount; T-Mobile – extensive product line includes many different individual and corp plans. Verizon Terremark provides cloud based solutions, IT solutions, professional services, data back-up, disaster recovery. Verizon Wireless – variety of product lines including green, energy, systems engineering, city point, in car video, traffic control devices, fleet, etc.
Availability: Product line offered in indicated coverage area, considering geographic distribution limitations, any subproposers and coordination of manufacturer and distributor in response.	W=10 50 max	45	35	40	35	40	40	No geographic limits for any vendor. All provide national distribution. ATT has purchasing agreements with over 100 manufacturers but are ultimately responsible to customer.
Conformance: Completeness of proposal and the degree to which the Proposer responds to the terms and all requirements of the RFP requirements and specifications.	W= 5 25 max	20	15	20	25	20	15	All vendors provided very complete responses with all necessary documents signed. No major exceptions in any response. ATT confusing in parts. Sonim vague in parts. Sprint provided a lot of excess information. Verizon Wireless lacked detail in parts.
Marketing: The Proposer's marketing plan to promote the resulting contractual agreement and ability to incorporate use of agreement in their sales system throughout indicated coverage region.	W=15 75 max	45	45	70	45	65	50	Sprint and Verizon Terremark had detailed and very good marketing plans. The other vendors marketing plans were somewhat vague although most indicated a willingness to work with the program.
Customer Service: Support dedicated to Lead Contracting and Participating Agencies. Ability to conduct e-commerce and meet promised delivery timelines.	W=15 75 max	55	50	65	55	55	60	All vendors supplied a point of contact; had standard hours with after hours support. E-commerce available for all. Reasonable shipping and delivery expectations with devices.
Coverage: Ability to provide products and services for indicated coverage region including distribution, retail & service facilities and staff availability. *Exhibit 1 from PPW	W=10 50 max	40	40	40	40	35	40	All vendors completed Exhibit 1 or provided alternate exhibit. All vendors are able to provide national coverage. ATT looks thin in Midwest locations. Sonim HQ is CA but devices sold nationally through mobile carriers and online. Sprint coverage in certain areas of Midwest and west coast is limited. TMobile lacks physical locations in a few states. Retail not applicable for Verizon solutions.

Proven Experience & References: Proposer's success in providing products and services in a timely manner including Past Performance Information (PPI) review.	W=10 50 max	50	35	40	40	40	40	All vendors provided references. Sprint has proven experience from previous business relationships. All vendors (except Sonim) have proven experience in industry. ATT, Sonim, T-Mobile and Verizon Wireless received one very favorable reference. Sprint and Verizon Terremark did not receive any responses to questionnaire.
Total Points	500 possible	410	350	410	375	405	380	
Additional Comments:				To meet the needs of the PPA and the cooperative purchasing intent outlined in the RFP, several factors were considered. All vendors provided different products, services, solutions and applications which will provide a variety of options for membership. All vendors offered good discounts with both a percentage and fixed price option. Through the various products and services offered we would be able to offer both individual and corporate wireless plans, devices, cloud based solutions, IT solutions and professional services. All vendors outlined sufficiently the way they would work with the cooperative purchasing component of the program and have proven experience and respect in the industry. In order to meet the needs of the cooperative purchasing intent of the RFP and to serve all members, it is recommended that all six vendors be awarded a contract.				

*Point Value Definitions

- 5 - Excellent - Substantially exceeds requirements
- 4 - Very Good - Meets all requirements
- 3 - Good – Meets most requirements
- 2 – Satisfactory – Minimally meets requirements
- 1 – Unsatisfactory – Requirements essentially not met
- 0 – No response provided

A minimum of 200 points is required for a possible award

Evaluated by the PPA Review Committee

Tom Clemo
Deputy Chief of Administration
Santa Monica Fire Department

Charles Werner
Fire Chief
Charlottesville, VA

Heidi Arnold, Contracts Manager
Public Procurement Authority