

**LISTING OF PROPOSERS**

FOR: REQUEST FOR PROPOSALS REQUIREMENTS CONTRACT FOR ELEVATOR AND ACCESSIBLE LIFT MAINTENANCE AND REPAIRS AT VARIOUS CITY LOCATIONS

RFP No. 9618  
RFP Opening: 03/21/2023

<b><u>PROPOSERS</u></b> (In alphabetical order)	<b><u>TOTAL PROPOSAL AMOUNT</u></b>
1. EnPro Elevator, Inc. 11312 Sunco Drive Rancho Cordova, CA 95742	\$174,600.00
2. TK Elevator Corporation 3711 W. Swift Ave. Fresno, CA 93722	\$223,560.00

Each proposer has agreed to allow the City One Hundred Twenty (120) days from the date proposals were opened to accept or reject their proposal.

**DEPARTMENT CONCLUSIONS AND RECOMMENDATION:**

Award a contract in the amount of \_\_\_\_\_  
to \_\_\_\_\_  
in accordance with the Selection Committee recommendation.

Reject all proposals. Reason:

Purchasing recommends rejecting all proposals to conduct additional targeted outreach to increase local competition.

Department Head Approval

DocuSigned by:  
*Brian Barr*  
99B0727507AD479

Title Director

Date 2/5/2024

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The recommended Contractor complied with the DBE requirements pursuant to the proposal documents.

Not applicable - Rejecting all proposals

DBE Program Coordinator                      Date

Approve Dept. Recommendation

Approve GSD/Purchasing Recommendation

Disapprove

Disapprove

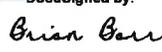
See Attachment

GENERAL SERVICES DEPARTMENT

CITY MANAGER

  
\_\_\_\_\_  
Purchasing Manager                      02/05/2024  
Date

  
\_\_\_\_\_  
City Manager or Designee                      Date

DocuSigned by:  
  
\_\_\_\_\_  
General Services Director                      2/5/2024  
Date

**REPORT FROM EVALUATION COMMITTEE  
REQUEST FOR PROPOSALS REQUIREMENTS CONTRACT FOR  
ELEVATOR AND ACCESSIBLE LIFT MAINTENANCE AND REPAIRS  
AT VARIOUS CITY LOCTIONS  
RFP NO. 9618**

**COMMITTEE MEMBERS:**

- John Turnipseed – Wastewater System Supervisor, Wastewater Division, Department of Public Utilities
- Kirk Utterback – Chief of Facilities, Facilities Management Division, General Services Department
- Martin Wendels – Project Manager, Water Operations, Department of Public Utilities
- Melissa Perales – Purchasing Manager, Purchasing Division, General Services Department
- Sandra Gamez – Procurement Supervisor, Purchasing Division, General Services Department (Facilitator)

**BACKGROUND**

The intent of this Request for Proposals (RFP) was to solicit proposals to provide professional elevator maintenance services at various locations Citywide. The service provider will be responsible for providing maintenance services for various elevators and lifts, per the specifications.

In response to the RFP, proposals were received from two vendors by the March 21, 2023 deadline.

**COMMITTEE NOTES**

To evaluate the proposals, an Evaluation Committee (Committee) was created. The Committee was made up of staff from the Department of Public Utilities, Facilities Management Division, and Purchasing Division. The Committee held its meeting on May 4, 2023. At the meeting, Committee members evaluated the two proposals on criteria set forth in the specifications. The evaluation criteria for this RFP included:

- 1) Ability to meet the stated service requirements
- 2) Cost as shown on the proposal form
- 3) Past Performance and Experience based on References and experience shown on "Statement of Qualifications and Experience"
- 4) Conformance to the terms and conditions of the RFP
- 5) Financial Stability based on information provided in the Statement of Qualifications
- 6) Other related information provided.

**TK ELEVATOR CORPORATION**

TK Elevator has been servicing communities in Fresno County for over two decades. They provide a full range of maintenance services for elevators, escalators, and moving walks. They also offer 24/7 emergency support and have local technicians available to

assist. As the incumbent, this proposer also has knowledge of the service areas, clients, equipment, buildings, and current City processes.

Additionally, TK Elevator has a customer portal, where City departments will have access to maintenance reports, callback frequency, unit availability, response times, and email notifications. The portal can also be used to place and track service requests online, rather than calling the service center.

TK Elevator's proposal amount was \$74,520 per year.

#### **ENPRO ELEVATOR, INC.**

The consensus among the committee members was that while EnPro Elevator, Inc. provided the lowest proposal, there was a major area of concern associated with their response times and availability. EnPro Elevator, Inc. does not currently have an established local presence. With no local branch office, this proposer would not be able to respond to emergency calls within the two-hour response timeframe as stipulated in the RFP. EnPro Elevator does not have a customer portal for maintenance reporting, service tracking, or notifications.

EnPro Elevator's proposal amount was \$58,200 per year.

#### **SUMMARY RECOMMENDATION**

The Purchasing Division has determined that although both proposers are qualified to perform the duties of the contract, both proposals should be rejected. Purchasing will process a new Request for Proposals and will conduct additional targeted outreach to increase local competition.