



MAY 18, 2009

AGENDA ITEM # 5

**SELECTION OF CONTRACTOR FOR BEATS 5, 6, AND 7 OF THE
FREEWAY SERVICE PATROL**

Action Requested: Award Contract

Key Staff: Norman Horn, Associate Planner

Recommendation

Execute a contract with Sierra Hart Auto Center for the provision of motorist assistance services on Freeway Service Patrol Beats 5, 6 and 7.

Discussion

As directed by your Board, a Request for Proposals (RFP) for motorist assistance services on FSP Beats 5, 6, and 7 was made available on April 9, 2009. The RFP calls for one tow truck and one service truck on Beat 5 (Interstate 80 between Interstate 5 and Business 80), two tow trucks and one service truck on Beat 6 (Interstate 5) and one tow truck on Beat 7 (Interstate/Business 80 in Yolo County). Firms could bid on a single beat or any combination of beats, including all three beats together.

Approximately 200 Letters of Invitation were sent out to every tow company in the Sacramento metropolitan area plus other companies that had previously requested to be included on the mailing list. Notices were also published in the Sacramento Bee and El Hispano and on the STA website.

Seven proposals were received by the May 4, 2009 due date. A review committee consisting of staff from STA, California Highway Patrol, the Sacramento Area Council of Governments and the Placer County Transportation Planning Agency met on May 5th to review and evaluate the proposals on the following criteria stated in the RFP:

- Work Plan
- Experience
- Vehicle List
- References
- Resumes
- Cost

The committee members first reviewed each proposal on their own. The committee then evaluated each proposal as a group. Finally, the committee reviewed all of the proposals together, comparing each proposal's strengths and weaknesses and advantages and disadvantages to the others in order to establish a cost-dependent ranking based on the following proposal prices:

Table 1: Hourly Rates

| Tow Operator | Beat(s) | Tow Truck | Service Truck | Total Per Hour |
|---------------------|----------------|------------------|----------------------|-----------------------|
| Jack's Towing | 6 | 2 @ \$82.00 | 1 @ \$69.00 | |
| Lovell & Son | 7 | 1 @ \$57.00 | n/a | |
| Myer's Towing | 6, 7 | 3 @ \$69.25 | 1 @ \$49.23 | |
| College Oak | 5, 6, 7 | 4 @ \$63.00 | 2 @ \$51.00 | \$354.00 (6 trucks) |
| K & S, Inc. | 5, 6, 7 | 4 @ \$56.00 | 2 @ \$43.00 | \$310.00 (6 trucks) |
| Mike's (Option 1) | 5, 6, 7 | 4 @ \$53.74 | 2 @ \$39.83 | \$294.62 (6 trucks) |
| Mike's (Option 2) | 5, 6, 7 | 4 @ \$56.53 | 2 @ \$39.83 | \$305.78 (6 trucks) |
| Sierra Hart | 5, 6, 7 | 4 @ \$57.00 | 2 @ \$50.00 | \$328.00 (6 trucks) |

Tow operators grouped by the beats in their respective proposals.

Mike's Towing provided two options: Option 1 is for all used trucks, Option 2 is for three new trucks and three used trucks.

After a detailed and thorough review of the proposals, the committee ranked Mike's Towing (Option 2) and Sierra Hart's equally as the top proposals. Between the two, the committee could not decide which one was "to the best advantage of the STA and the motoring public" as both companies presented solid work plans and were known to have good FSP experience and excellent reputations but the proposals differed in their top strengths. Therefore, the committee's final recommendation was to solicit best and final offers from both firms and award the contract based on the best final offer received.

On May 6th, both finalists were invited to submit best and final offers by 3:00 p.m. on May 8th. A summary of the best and final offers appears below.

Table 2: Best and Final Offers

| Tow Operator | Tow Truck | Service Truck | Total Per Hour |
|---------------------|------------------|----------------------|-----------------------|
| Mike's (Option 2) | 4 @ \$56.53/hour | 2 @ \$39.83/hour | \$305.78* |
| Sierra Hart | 4 @ \$54.23/hour | 2 @ \$41.50/hour | \$299.92 |

*No change

Based on the lower total per hour cost of Sierra Hart's final offer, staff recommends a single contract for Beats 5, 6, and 7 be awarded to Sierra Hart Auto Center.

Sierra Hart is the current contractor on these beats as well as the other beats in the FSP program. They have a keen understanding of our FSP program and their performance has been consistently excellent in all phases of operation. We are completely confident that they will continue to provide the highest quality service going forward.

Upon approval by your Board, Sierra Hart will have approximately six weeks to secure the trucks and other equipment specified in the contract and pass inspection by the California Highway Patrol. The start date of the contract is July 1, 2009 and will run for a period of four years.

Attachment

C: George Little, College Oak Towing
Jenise Lovell, Lovell & Son Tow and Transport
Mark Matney, Jack's Towing
Hurshel Myers, Myer's Towing Service
Andrea Olivarez, Mike's Towing Service
Khurram Shah, K & S, Inc.
Rick Hart, Sierra Hart Auto Center
Jathan Casteneda, CHP
Justin Schroeder, CHP
Rich Obregon, CHP
Karen Weaver, CHP
Solvi Sabol, PCTPA
David Ghiorso, SACOG/Capital Valley SAFE
Mark Heiman, SACOG/Capital Valley SAFE

