



RENTAL OF UNIFORMS, FLOOR MATS, MOPS, AND TOWELS AND RELATED SERVICES
Executive Summary

Lead Agency: CITY OF TUCSON, AZ

Solicitation: RFP #171695

RFP Issued: MAY 24, 2017

Pre-Proposal Date: JUNE 15, 2017

Response Due Date: JULY 11, 2017

Proposals Received: 2

Awarded to:

The City of Tucson, AZ Department of Procurement issued RFP #171695 on May 24, 2017, to establish a national cooperative contract for the service and rental of uniforms, floor mats, mops and towels and related services Prudential Overall Supply.

The solicitation included cooperative purchasing language in Sections: Special Terms and Conditions, 1. Cooperative Purchasing, Page 18 of 28.:

1. COOPERATIVE PURCHASING: Any Contract resulting from this solicitation shall be for the use of the City of Tucson. In addition, public and nonprofit agencies that have entered into a Cooperative Purchasing Agreement with the City of Tucson's Department of Procurement or registered with National IPA are eligible to participate in any subsequent Contract. See http://www.tucsonprocurement.com/coop_partners.aspx and click on Cooperatives for a list of the public and nonprofit agencies that have currently entered into Cooperative Purchasing Agreements with the City of Tucson. Additionally, this contract is eligible for use by the Strategic Alliance for Volume Expenditures (SAVE) cooperative. See <http://www.maricopa.gov/Materials/PubDocuments/SAVE-members.pdf> for a listing of participating agencies. The parties agree that these lists are subject to change.

Any orders placed to, or services required from, the successful Contractor(s) will be requested by each participating agency. Payment for purchases made under this agreement will be the sole responsibility of each participating agency. The Contractor may negotiate additional expenses incurred as a result of participating agencies' usage of this contract (i.e., freight charges, travel related expenses, etc.). The City shall not be responsible for any disputes arising out of transactions made by others.

The Contractor(s) will provide an electronic copy of the complete Contract to the City of Tucson Department of Procurement upon receipt of the Notice of Intent to Award. At the City's request, the successful Contractor(s) may also be requested to provide an electronic copy of the complete Contract to a participating agency.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Tucson website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA

- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On Date proposals were received from the following offerors:

- Cintas Corporation
- Prudential Overall Supply

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Prudential Overall Supply and proceeding with contract award upon successful completion of negotiations.

The City of Tucson, AZ, National IPA and Prudential Overall Supply successfully negotiated a contract and the City of Tucson executed the agreement with a contract effective date of October 6, 2017.

Contract includes:

- Uniform Rental, Lease, and Direct Purchase Services
 - Measurements
 - Embroidery or Silk-Screened
 - Towel Program
 - Ancillary Merchandise: Mop Handles & Buckets, Paper Dispensers, Garment Organizers, etc.

Term:

The contract is designed to allow agencies to initiate services with Prudential and maintain services for a minimum of three to five years. The term by which the contract is available to initiate services is an initial one-year agreement effective October 6, 2017, with option to renew for four (4) additional one-year periods through October 5, 2022. Agencies that began participating in the last three years of the contract may continue service under the contract until October 5, 2025.

Pricing/Discount:

- Unit Rental Costs
- Percentage Discount off the published retail price guide(s): 25%
- Direct Purchase Items Available
- Leasing Options Available
- Freight and Delivery included in unit pricing

National IPA Web Landing Pages: <http://www.prudentialuniforms.com/>