

Request to Award Contract - Welding Equipment & Supplies

Recommendation:

Staff recommends awarding an annual contract, renewable for four (4) additional years to Sentry Fire for welding equipment and supplies. Historical annual spending for welding equipment and supplies, including gases, has ranged from \$80,000 to \$ 250,000, and is projected to continue to fall within this range over the life of this contract.

Summary:

Upon evaluating annual aggregate spending for vendors and commodities, it was determined that welding equipment and supplies met the threshold to be competitively bid.

RFP AS#20-01 was issued to establish one or more competitive contracts with qualified vendors for welding equipment and supplies for annual aggregate purchases in excess of \$50,000.

This is a multi-year contract beginning from date of award for one year. The contract is renewable for up to a maximum of four (4) additional years on a year-to-year basis. Annual renewals will be based on performance, cost and general quality of the services provided by the successful vendor selected.

The RFP was published beginning on July 1st end ending August 1st with a total of ten downloads from the Public Purchase Website. Several of these downloads resulted in publication on multiple trade and bid solicitation sites.

The bid opening for the Request for Proposal (RFP) AS#20-01 occurred on August 1, 2019 with two vendors responding (see attached tabulation sheet.) The two proposals were recorded as complete: Praxair and Sentry Fire.

The evaluation committee for the RFP consisted of employees from the Instructional Division, specifically Welding and Automotive, Business Office, Maintenance, the Dean of Arts & Science and Purchasing. The committee evaluated the two responding firms in accordance with defined criteria set forth in the RFP.



Northland Pioneer College

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Based on the responses and performance data submitted by the vendors, the committee members ranked each vendor, then the committee as a whole selected a single vendor for award.

In making this determination, the committee members evaluated the value, scope, complexity, and the nature of the services to be rendered and the terms of the submitted proposal are determined to be fair and reasonable.

The final evaluation matrix is shown below:

Totals			
Criteria	Max Score	Praxair Score	Sentry Score
PRICING:	(60%)		
Net Discounts	100	61.36	75.92
Fees	20	12.40	18.60
Services:	(25%)		
Setup/Training	10	9.50	3.83
Support Availability	10	9.33	6.67
Advisory Board Availability	10	10.00	10.00
Shipping time	10	7.62	7.92
Shipping terms	10	10.00	10.00
References:	(15%)		
Reliability	10	6.33	3.00
Order Accuracy	10	6.33	3.00
Order Timeliness	10	6.50	3.00
Total	200	139.38	141.94



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RFP AS #20-01 Bid Tabulation

REQUEST FOR PROPOSALS (RFP)

WELDING EQUIPMENT AND SUPPLIES

Navajo County Community College District dba Northland Pioneer College

3:00 P.M., Arizona time

August 01, 2019

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Vendor Name	Date Received	Time Received	RFP Submission Received By
Sentry Fire & Welding Supply	07/31/19	1:35 PM	Electronic - Public Purchase
Praxair Distribution Inc.	08/01/19	11:52 AM	Electronic - Public Purchase

NPC RFP NO. AS #20-01

WE HEREBY CERTIFY THIS IS A TRUE AND ACCURATE
TABULATION OF THE PROPOSALS RECEIVED FOR THE
ABOVE REFERENCED REQUEST FOR PROPOSALS ON August 01, 2019.

Request for Proposals Due on August 01, 2019 at 3:00 P.M., Arizona time. Request for Proposals Received by: Robert Johnson
(Public Purchase.com), Terrie Shevat.

Navajo County Community College District dba Northland Pioneer College

RECORDED BY: Terrie Shevat