

# City of Sacramento

## Legislation Details (With Text)

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**File #:** 2021-00241    **Version:** 1    **Name:**  
**Type:** Consent Item    **Status:** Agenda Ready  
**File created:** 2/18/2021    **In control:** City Council - 5PM  
**On agenda:** 4/6/2021    **Final action:** 12/31/2023  
**Title:** Agreement: Cooperative Purchase Agreement for Public Safety and Emergency Preparedness Equipment and Related Services [Published for 10-Day Review 03/25/2021]  
**Sponsors:** Finance - Citywide Procurement - 06001521, Gary O'Neill  
**Indexes:**  
**Code sections:**  
**Attachments:**

Date	Ver.	Action By	Action	Result
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**Title:**  
**Agreement: Cooperative Purchase Agreement for Public Safety and Emergency Preparedness Equipment and Related Services [Published for 10-Day Review 03/25/2021]**

File ID: 2020-00241

**Location:** Citywide

**Recommendation:**

Pass a Motion approving the continued use of Omnia Partners' cooperative purchasing agreement with Mallory Safety and Supply (Contract No. 4400008495) for the purchase of public safety and emergency preparedness equipment and related services and increasing the authorized expenditure amount to \$1.7 million through September 30, 2028, or until the cooperative agreement is no longer available for use if the options to extend are not exercised, subject to approval of the budgetary resources for the subsequent years.

**Contact:** Gary O'Neill, Procurement Analyst, (916) 808-7432; Dayana Reyes Zanaska, Procurement Manager, (916) 808-6213, Department of Finance.

**Presenter:** None.

**Attachments:**

1-Description/Analysis

2-Contract #440000008495 and Omnia Partners Executive Summary

## Description/Analysis

**Issue Detail:** City departments require public safety and emergency preparedness equipment to comply with various City requirements and to support their operations. After reviewing available purchase options, it has been determined that the Omnia Partners cooperative purchase agreement with Mallory Safety and Supply provides the most advantageous solutions to support the City's public safety and emergency preparedness equipment needs.

The County of Fairfax, VA, in association with Omnia Partners, solicited a Request for Proposals (RFP) 2000002547 for public safety and emergency preparedness equipment and related services, with a deadline of March 13, 2018. A 5-year agreement, with an initial term of October 1, 2018, through September 30, 2023, and options for five additional 1-year renewals through September 30, 2028, was awarded on June 7, 2018.

**Policy Considerations:** City Code 3.56.240 authorizes the City, where advantageous, by cooperative purchasing agreements approved by City Council, purchase supplies or non-professional services through legal contracts of other public agencies without separate competitive bidding by the City.

The Sacramento City Code Section 4.04.020 and Council Rules of Procedure (Chapter 7, Section E.2.d) mandate that unless waived by a 2/3 vote of the City Council, all labor agreements and all agreements greater than \$1,000,000 shall be made available to the public at least ten (10) days prior to council action. These contracts were published for 10-day review on March 25, 2021 as required.

**Economic Impacts:** None.

**Environmental Considerations:**

**California Environmental Quality Act (CEQA):** The proposed activity is not a project pursuant to the California Environmental Quality Act (CEQA). CEQA Guidelines Section 15378 (b)(2). The activity is a continuing administrative or maintenance activity, such as the purchases for supplies, personnel-related actions, general policy, and procedure making and is not subject to CEQA. CEQA Guidelines Section 15060(c)(3).

**Sustainability:** The recommended contract is consistent with the Sustainable Purchasing Policy (AP-4003).

**Commission/Committee Action:** None.

**Rationale for Recommendation:** After reviewing the available purchasing options, Procurement Services determined that the Omnia Partners cooperative purchase agreement with Mallory Safety and Supply, a national company with over forty years of expertise in personal protective equipment, represents the most advantageous purchasing strategy. The contract was competitively bid, and

Omnia Partners receives greater discounts from this supplier due to a higher purchase volume.

In an ongoing effort to maximize cost savings and staff resources, many government agencies share contracting efforts through cooperative purchasing agreements. This procurement approach increases pricing competitiveness, reduces administrative costs, and leverages pricing through greater volume buying. The City has used both regional and national cooperative purchase agreements to complement its own contracting initiatives where possible. Cooperative purchasing enables City departments to evaluate a broader range of contracting opportunities and to share resources with other jurisdictions. Cooperative purchasing also leverages internal and external resources to maximize cost savings opportunities for the City. Council approved the use of this RFP through Motion No.2019-0239 on July 30, 2019.

A recent review of spending trends for this contract found that the amount spent is higher than what was originally estimated. The current spend amount averages approximately \$170,000 per year. Staff anticipates that this contract shall continue to be used for up to a ten-year period.

Contract Number	Current NTE	Current Spend (as of 1/31/21)	Requested NTE	Expiration Date (if all options to extend are exercised)
4400008495	\$750,000	\$396,047	\$1,700,000	9/30/2028

Percentage of purchases by department:

- 50% - Fire Department
- 30% - Department of Utilities
- 19% - Projects and External Funded Programs
- 1% - All other departments

**Financial Considerations:** City departments, primarily the Fire Department and the Department of Utilities, currently purchase equipment on an as needed basis through this cooperative agreement. The requesting department operating and/or capital improvement program budgets will be used to cover the costs associated for purchases and services associated with this agreement.

**Local Business Enterprise (LBE):** The LBE requirement does not apply to the City's use of cooperative purchase agreements that have been competitively bid, evaluated, and awarded by other governmental agencies that may or may not have similar LBE programs.