



# Fayette COUNTY

"WHERE QUALITY IS A LIFESTYLE"

**PURCHASING DEPARTMENT**  
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To: Steve Rapson

From: Ted L. Burgess 

Date: September 10, 2015

Subject: Invitation for Bids #1018-P: Type I Ambulance

The Fire / EMS Department has an immediate need for a replacement ambulance. Toward this end, the Purchasing Department issued Request for Proposals (RFP) #1018-P. Notices of the opportunity to bid were emailed to 14 contractors. Another 41 were contacted through the web-based Georgia Procurement Registry. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace ([www.glga.org](http://www.glga.org)), and Channel 23.

Because of the need to acquire the ambulance without delay, the RFP specified that the county would take an already-existing ambulance from stock. It emphasized the need for acquisition within 45 days.

Three companies had pre-constructed ambulances in stock, and prepared offers. However, one of the three was five minutes late due to an unusual traffic situation. Although they arrived only five minutes after the established deadline, the courts have determined that a response that is not on time cannot be accepted (e.g. *City of Atlanta v. J.A. Jones Construction Company* in 1990). Responding companies were as follows:

	<u>Ambulance</u>	<u>Cot</u>	<u>Total</u>
Peach State Ambulance, Inc.	\$137,440	\$9,650	\$147,090
Ten-8 Fire & Safety Equip. of Ga., LLC	\$152,501	\$4,800	\$157,301
Taylor Made Ambulance	Response delayed due to traffic		

*30 day*  
*330 day*

*Note: An optional Ferno 59-T Star Chair was included in the proposals, but will not be part of the purchases.*

An Evaluation Team composed of Fire / EMS personnel evaluated and scored the proposals (please see the summary evaluation attached). Either vehicle could have been acceptable. However, Peach State Ambulance offered delivery in 30 days, while Ten-8 required 330 days. Considering the delivery time and the price, Fire / EMS recommends purchase of the low-priced offer from Peach State Ambulance, Inc. I support the recommendation.

For transparency, it should be noted that additional expenses will be incurred for paint and markings.

Specifics of the proposed contract are as follows:

Contract Name: 1018-P: Type I Ambulance  
Vendor: Peach State Ambulance, Inc.  
Not-to-Exceed Amount: \$147,090.00  
Budget:  
    Project Code: Vehicle Replacement Fund  
    Available Budget: \$158,000.00 Authorized by the BOC on 8/13/2015

Awarding Authority: County Administrator

Approval Signature  Date: 9/10/15

**PROPOSAL #1018-P  
TYPE I AMBULANCE  
EVALUATION SUMMARY**

		MAX POINTS	TEN-8 FIRE & SAFETY EQUIPMENT OF GA, LLC	PEACH STATE AMBULANCE, INC.
<b>A. TECHNICAL MERIT</b>				
1	Offered Vehicle	40	40.0	36.7
2	Delivery Schedule	30	0.0	30.0
3	After-Sale Service	20	13.3	20.0
4	Completeness of Proposal	10	10.0	9.3
	Avg. Technical Score		63.3	96.0
<b>B. PRICE</b>				
	Price As Equipped		\$157,301	\$147,090
	Percent		94%	100%
<b>C. TOTAL SCORE</b>				
	Technical Merit	80%	50.7	76.8
	Price	20	<u>18.7</u>	<u>20.0</u>
			69.4	96.8

*30 pts  
still not  
change  
number*