

**TOWN OF MOUNT PLEASANT, SOUTH CAROLINA  
BIDS AND PURCHASES COMMITTEE  
WEDNESDAY, AUGUST 8, 2018  
Municipal Complex, Committee Meeting Room, 3<sup>rd</sup> Floor  
100 Ann Edwards Lane, Mount Pleasant, SC 29464**

**Minutes**

**Members Present:** Jim Owens, Chairman; Kathy Landing and Gary Santos

**Staff Present:** Eric DeMoura, Town Administrator, Marcy Cotov, Chief Financial Officer; Rick Griles, Procurement Officer

Mr. Owens called the meeting to order at 9:30 a.m.

**1. Approval of Minutes from the [July 2, 2018](#) meeting**

*Mr. Santos moved for approval of the minutes, seconded by Ms. Landing. Mr. Owens called for the vote and all present voted in favor.*

**2. Public Comments**

**[None]**

**3. Award of [lease-purchase financing](#) for Public Services equipment and radios for Police, Fire, and Public Services**

Mr. DeMoura stated if there is a recommendation, this item will require council action as it would be approval of indebtedness to the Town. This is one of the few items from Bids and Purchases that will be seen at the Council-level for action.

Mr. Griles said the lease purchase finance is a four-year term for the radios, and there is a lease purchase finance for a five-year term for the ten scows, two automated packers, two dump trucks and three claws. He stated six responses were received for both terms. One firm, TD Bank, submitted two option responses. The responses were evaluated and the recommendation from Staff is to award to TD Bank the four-year and the

five-year terms. The rates have had a couple of increases already this year and with the volatility of the market and the potential of rate increases, the firms could not hold their rate and the increase in percentage will be determined prior to closing.

*Mr. Santos moved to approve the lease-purchase financing to be awarded to TD Equipment Finance Inc., for both the four and five-year term funding as described by Staff. As this action is a debt obligation of the Town, the Committee must forward the recommendation to full Council who must name the Lessor by Resolution. Ms. Landing seconded the motion.*

Mr. Owens said there is a motion and a second to accept that Staff's recommendation for lease purchase financing be awarded to TD Equipment Finance, Inc., for both the four and five-year term funding. This is a recommendation being made to forward this to full Council who must name the Lessor by Resolution.

*Mr. Owens called for the vote and all present voted in favor.*

#### **4. Award of contract for the purchase of truck chassis with scow body**

Mr. Griles said this is for the ten Mack trucks with scow bodies, -and there is a photo for review.

### **4. AWARD OF CONTRACT FOR TRUCK CHASSIS**



Mr. Griles said three responses were received. Carolina International submitted for an International truck, Hughes Motors submitted for a Mack truck and Triple T Freightliner submitted a response for a Freightliner truck. Staff evaluated the responses and identified some safety and performance concerns with Carolina International's International truck. One concern was that the dump hoist offered by International is a dual cylinder rather than a single cylinder as specified. There have been performance issues in the past with the dual cylinder which is why the single cylinder was specified. The picture shows the single cylinder which you can see telescopes out toward the top of the bed.

Mr. Griles said another concern is that the dual cylinder offered by the International truck has a lifting capacity of 23.1 tons compared to the 39.7 for the single cylinder hoist. Mr. Griles stated for those reasons and others, they deemed their response not to be an equal and do not recommend award to Carolina International.

Mr. Griles said the response by Triple T Freightliner was reviewed by staff and there were some concerns about maintenance and performance. They offered the Freightliner with a Detroit engine versus the Mack engine, and they were not deemed to be an equal to our specifications.

Mr. Griles said the next response was Hughes Motors, Inc., who offered a 2020 Mack truck with a Mack engine, which met the Town's specifications and they were found to be an equal. Staff requests approval to contract with them to purchase the ten Mack trucks with the twenty-two foot scow in the amount of \$1,277,610 which is within budget.

Mr. Owens asked who the manufacturer is of our current fleet, and parts that are in inventory. Mr. Griles responded currently the fleet is primarily made up of Mack trucks and parts are stocked, which was a consideration when the evaluation of responses was made. Service ability and parts retainage and impact on fleet maintenance were all considered.

*Ms. Landing moved to award the contract for the purchase of ten each of the 2020 Mack Anthem 42R Day Cab trucks with twenty-two foot scows from Hughes Motors in the amount of \$1,277,610 which is within the budget. It was seconded by Mr. Santos. Mr. Owens called for the vote and all present voted in favor.*

**5. Award of contract for [disaster recovery backup system](#)**

Mr. Griles stated the following information is being provided for review:

## 5. AWARD OF CONTRACT FOR DISASTER RECOVERY SYSTEM

Disaster recovery system which will provide:

- Local instant recovery
- Off-premises cloud backup
- Full-system back up and full-system restorations
- Granular file backup
- Built-in ransomware detection
- Automated recovery assurance testing
- Cloud data centers meet or exceed HIPPA, CJIS, & ITAR compliances
- 24x7x365 support services based out of Columbia, SC

Mr. Griles said this system would provide less down time and a more streamlined and efficient process for data recovery should there be a disaster. Two responses were received. One from Team IA, Inc., which was over budget. The second was from Blue Range Technology and they failed to bid the renewal, so their bid could not be evaluated. Staff negotiated the response from Team IA, Inc., and for the first three years the annual contract amount would be \$62,912.47, and for years four and five the annual renewal will be \$49,368.28. Mr. Griles said the contract would be for three years with option for the two renewals; however, there is a non-appropriation clause, wherein should the funds not be appropriated, the contract will be null and void at that point. Mr. Griles said based on that information, staff recommends that the contract be

awarded to Team IA, Inc., in the amount of \$188,737.41 at the annual term amount identified.

*Mr. Santos moved to approve the Staff recommendation to award the disaster recovery back-up system to Team IA, Inc. at the negotiated amount of \$188,737.41 for the initial three-year term to be paid annually in the amount of \$62,912.47. Any subsequent optional annual renewals will be \$49,368.28 annually. Ms. Landing seconded the motion. Mr. Owens called for the vote and all present voted in favor.*

## 6. Local Vendor Quarterly Report

	Year to Date	Percentage	Quarter 4	Percentage
Local vendors *	14,705,291	31%	4,931,461	33%
Non-local vendors	32,230,799	69%	9,996,667	67%
Total vendor payments	<b>\$ 46,936,089</b>		<b>\$ 14,928,127</b>	

Mr. Griles said the year to date funds spent with vendors located in Mount Pleasant is \$14,705,291, and the non-local vendors is \$32,230,799.

Mr. Santos asked how many of those Mount Pleasant businesses are in the Local Vendor Partnership Program. Mr. Griles said year-to-date for the Local Vendor Partnership Program \$282,588 has been spent, and there are 37 vendors. Mr. Santos asked when that money was spent, and Mr. Griles responded that is year to date for fiscal year 2018. Mr. Griles said this quarter approximately \$50,000 has been spent.

Mr. Santos said that is good information for our businesses to know. He said that would have been good for Costco to know to possibly encourage them to become a partner. Mr. Santos thanked Mr. Griles for the information.

## 7. Adjourn

There being no further business, Mr. Owens adjourned the meeting at 9:43 a.m.

Respectfully submitted,

Christine Barrett

Clerk of Council

August 8, 2018