



Recommendation for Action

File #: 19-1862, **Agenda Item #:** 49.

6/20/2019

Posting Language

Authorize negotiation and execution of a multi-term contract with Bradford Airport Logistics, Ltd, to provide centralized receiving and distribution management services, for up to nine years for a total contract amount not to exceed \$18,095,500.

(Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program. For the services required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established).

Lead Department

Purchasing Office.

Client Department(s)

Aviation.

Fiscal Note

Funding in the amount of \$670,204 is available in the Fiscal Year 2018-2019 Operating Budget of Aviation. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language:

The Purchasing Office issued a Request for Proposals (RFP) 8100 MMO3002 for these services. The solicitation issued on January 14, 2019 and it closed on February 12, 2019. The recommended contractor submitted the only responsive offer. A complete solicitation package, including a log of offer received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents <https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=126771>](https://www.austintexas.gov/financeonline/account_services/solicitation/solicitation_details.cfm?sid=126771).

Prior Council Action:

For More Information:

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or AgendaOffice@austintexas.gov <<mailto:AgendaOffice@austintexas.gov>>

NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Persons: Marian Moore, at 512-974-2062 or Marian.Moore@austintexas.gov <<mailto:Marian.Moore@austintexas.gov>> or John Hilbun, at 512-974-1054 or John.Hilbun@austintexas.gov <<mailto:John.Hilbun@austintexas.gov>>.

Council Committee, Boards and Commission Action:

May 14, 2019 - Recommended by the Airport Advisory Commission on an 8-0 vote, with Commissioners Todd,

V. Sepulveda, and Maldonado absent at this vote.

Additional Backup Information:

The contract is for centralized receiving and distribution management services at the Austin-Bergstrom International Airport (ABIA). The services provided under the contract at the centralized receiving and distribution center create an additional layer of safety and security for the ABIA terminal by removing direct daily deliveries to the terminal of various products to a centralized location for verification of where the deliveries go and providing control and management of items entering the terminal. The contractor monitors the receipt and delivery of goods and tracks the vendors who make deliveries to the Airport. This alleviates the number of hours needed for airport staff to check all deliveries and limits the number of delivery staff accessing the airport. Deliveries from the vendor go directly to the receiving airport tenants.

With a limited footprint on the terminal dock for vehicle access, using the distribution management service has alleviated the traffic congestion that can occur and potentially create additional safety issues for persons and equipment. The use of the distribution manager is vital to the continued operations for tenants receiving items for business at the airport. Without the distribution manager, airport staff numbers and hours would need to be increased along with increasing staff hours for the concessions and raising safety and security concerns for the airport.

An evaluation team with expertise in this area evaluated the offers and scored Bradford Airport Logistics, Ltd as qualified to provide these services based on proposed solution, team, project management structure, experience, price, equipment and reporting, local business presence, and service-disabled veterans business enterprise.

This contract replaces the current contract, which expires on August 30, 2019. The requested authorization amount was determined based on pricing submitted in response to the solicitation. The recommended contractor is the current provider for these services. This is a specialized service with a limited number of vendors able to perform the work. The solicitation deadline was extended, and multiple companies contacted to try and get more competition without success.

Contract Detail:

<u>Contract Term</u>	<u>Length of Term</u>	<u>Contract Authorization</u>
Initial Term	5 yrs.	\$ 9,555,700
Optional Extension 1	2 yrs.	\$ 4,164,500
Optional Extension 2	2 yrs.	\$ 4,375,300
TOTAL	9 yrs.	\$18,095,500

Note: Contract Authorization amounts are based on the City's estimated annual usage.