



# Detroit Water and Sewerage Department

735 Randolph Street  
Detroit, Michigan 48226  
(313) 224-4704 Office  
dwsd.legistar.com

## Legislation Details (With Text)

**File #:** 19-00202      **Version:** 1      **Name:**

**Type:** Contract      **Status:** Passed

**In control:** Board of Water Commissioners

**On agenda:** 7/12/2019      **Final action:** 7/12/2019

**Title:** The Board of Water Commissioners for the City of Detroit, Water and Sewerage Department authorizes the Director to enter into Contract No. 6002214 with Santoro, Inc. for a term of five (5) years for, customized upfitting for DWSD owned vans and pick-up trucks for an amount not to exceed \$375,000, and also authorizes the Director to take such other action as may be necessary to accomplish the intent of this vote.

**Indexes:** Finance Committee

**Code sections:**

**Attachments:**

Date	Ver.	Action By	Action	Result
7/12/2019	1	Board of Water Commissioners	approved	Pass
7/9/2019	1	Finance Committee	recommended for approval	Pass

The Board of Water Commissioners for the City of Detroit, Water and Sewerage Department authorizes the Director to **enter into Contract No. 6002214 with Santoro, Inc. for a term of five (5) years for, customized upfitting for DWSD owned vans and pick-up trucks for an amount not to exceed \$375,000**, and also authorizes the Director to take such other action as may be necessary to accomplish the intent of this vote.

### Agenda of July 12, 2019

**Item No. 19-00202**

**Contract No. 6002214**

**Contract Amount: \$375,000**

**Contract Duration: August 1, 2019 - July 31, 2024 (5 years)**

**Supplier: Santoro, Inc.**

**Address: 15232 Harper, Detroit, Michigan 48224**

**TO:** The Honorable, Board of Water Commissioners  
City of Detroit, Michigan

**FROM:** Gary Brown, Director  
Detroit Water and Sewerage Department

**RE: Proposed DWSD Contract No. 6002214**  
**For customized upfitting for DWSD owned full size vans and pick-up trucks with Santoro,**

Inc.

**MOTION**

Upon recommendation of Mamata Burgi, Procurement Manager, the Board of Water Commissioners for the City of Detroit, Water and Sewerage Department, authorizes the Director to **enter into Contract No. 6002214 with Santoro, Inc. for a term of five (5) years for, customized upfitting for DWSD owned vans and pick-up trucks for an amount not to exceed \$375,000**, and also authorizes the Director to take such other action as may be necessary to accomplish the intent of this vote.

**BACKGROUND**

DWSD Fleet is responsible for the maintenance and repair for a large Fleet of work vans and pickup trucks used in various field operations. Due to the nature of this work, these vehicles require upfitting with a standardized package of light shelving and other customized equipment necessary for specialized tasks. ("Upfitting" is the additional of auxiliary equipment on a vehicle not installed by the manufacturer").

**JUSTIFICATION**

This contract is needed to support DWSD Fleet upfitting, customization replacement and repairs of shelving and partitions on full size vans and pick-up trucks used in all areas of the Department.

**PROCUREMENT METHOD**

The Department Manager's estimate for this contract is \$375,000. The RFB was advertised Wednesday, May 15, 2019 on the Michigan Inter-Governmental Trade Network (MITN) website. 121 Solicitations were sent out via MITN. 19 Firms downloaded the bid package. The RFB closed on Tuesday, May 28, 2019

One bid was received by DWSD's Procurement Division. The minimum qualification in the RFB required 5-years of experience engaging in similar vehicle customized upfitting service and warranty coverage, a business location within a 30-mile radius of DWSD Fleet and references and. The bid is as follows:

BIDDER	BID PRICE	EQUALIZED PRICE
Santoro, Inc.	\$6,289 per vehicle/year	\$6,163

Equalization was applied as follows:

BIDDER	EQUALIZATION CATEGORY	PERCENTAGE
Santoro, Inc.DBB2%		

The RFB was viewed and downloaded from MITN by 19 potential bidders. Thirteen of the potential bidders were not located within a 30-mile radius of DWSD and therefore could not meet the geographic minimum qualification. However, six of the 19 were located within 30-miles of DWSD, but only one submitted a bid and the remaining five declined. A low bid email inquiry was sent to the five potential bidders; the results are summarized in the table below. It is recommended that Santoro, Inc., the sole responsive and responsible bidder, be awarded DWSD Contract No. 6002214. Santoro, Inc. is a certified Detroit Based Business and will perform 100% of the work under this contract.

POTENTIAL BIDDERS	BID SUBMISSION/RESPONSE	LOCATION
Galeana's Van Dyke Dodge	No Bid/Cannot provide service	Warren, MI
Canfield Equipment	No Bid/Not interested	Warren, MI

Bob Maxey	No Bid/Not interested	Detroit, MI
Ahern Contracting	No Bid/Cannot provide service	Chesterfield, MI
Bostick Truck	No Bid/Cannot provide service	Pontiac, MI

**SUMMARY:**

Projected Start Date: August 1, 2019

Projected Completion Date: July 31, 2024

Contract Amount: \$375,000

Fiscal Year Breakdown: \$75,000 / per fiscal year

Contract No. 6002214

Funding Source: O&M - 100% City Funded

GL Strings: 5720-20167-482422-622100-000209-10731-0000-000000 - 30%

5820-20178-492422-622100-000230-15956-0000-000000 - 70%

The proposed Contract No. 6002214 was presented to the Finance Sub-Committee on July 9, 2019.