City Council – Action Request Form				
Date:	November 9, 2020			
To:	Mayor, Mayor Pro Tempore, and Members of the City Council			
From:	Damon Dequenne, Assistant City Manager			
	Donna Woodson, General Manager WSTA			
	Toneq McCullough, Transportation Director			

Jerry Bates, Purchasing Director

Council Action Requested:

Resolution Awarding Purchase Order for Energy Storage System Battery Units

Strategic Focus Area: Service Excellence

Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness

Strategic Plan Action Item: No

Key Work Item: No



Summary of Information:

The Winston-Salem Transit Authority (WSTA) has the immediate need to purchase six Energy Storage System (ESS) battery units for hybrid busses as replacements for battery units that have exceeded their useful life. The scope of work for this purchase would require the vendor to furnish all necessary labor, equipment, materials, and training to furnish, deliver, and install the ESS units and remove and properly dispose the used units.

Bids were received September 14, 2020, for the purchase of six ESS battery units and the following bids were received:

	City/State	Bid per unit	Total for 6 units
Clark Power Services, Inc.	Greensboro, NC	\$46,651.48	\$279,908.88
Clark Power Services, Inc.	Greensboro, NC	\$55,300.00	\$331,800.00

Clark Power Services, Inc. submitted two bids for this purchase; however, their low bid offered did not meet all federal requirements included in the specifications and cannot be considered for an award.

Terms of the bid document allows for the purchase of up to 15 additional ESS battery units per bid specifications valid for the period of three years from the effective date of the contract. The price of any additional ESS battery units shall be the same unit price per this bid document and may be adjusted by an amount not to exceed the Producer Price Index as published by the United States Department of Labor, Bureau of Labor Statistics.

Committee Action:						
Committee	Finance 11/9/2020	Action	Approval			
For	Unanimous	Against				
Remarks:		•				

It is recommended that a purchase order for six ESS battery units for hybrid busses per bid specifications be awarded to Clark Power Services, Inc. for a bid unit cost of \$55,300 each and the total amount of \$331,800 with the option to purchase up to 15 additional ESS battery units per bid specifications during the period of three years from contract effective date for a total possible award amount of \$1,161,300. The total award amount cost of \$1,161,300 for 21 ESS battery units would be funded 80% or \$929,040 by Federal Transit Administration (FTA) Section 5307 FTA-5307 Capital and Operating Grants and the Winston-Salem match of 20% or \$232,260 would be available, subject to future budget appropriations, in the WSTA fund.

The recommendation to purchase ESS battery units was approved by the Winston-Salem Transit Authority Board of Directors (Exhibit B) at the meeting held October 29, 2020

M/WBE comment: This project was advertised on the City, State, and HUB websites, in the Winston-Salem Journal and three businesses were notified directly of this opportunity. Notifications were also sent to all local M/WBE and regional HUB and DBE businesses weekly. See Exhibit A for a complete list of businesses that were notified of the bidding opportunity and the workplace demographics for Clark Power Services, Inc.