



CITY OF LONG BEACH

C-20

TECHNOLOGY AND INNOVATION DEPARTMENT

333 WEST OCEAN BOULEVARD • LONG BEACH, CA 90802 • (562) 570-6455 • FAX (562) 570-5270

March 13, 2018

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Adopt a Resolution authorizing the City Manager, or designee, to execute a contract with Graybar Electric Company, Inc., of St. Louis, MO, for furnishing and delivering electrical, lighting, data communications, security, and related products, services, and solutions, on the same terms and conditions afforded to the City of Kansas City, Missouri, through their contract with the U.S. Communities Cooperative Program, in an annual amount not to exceed \$450,000, until the current agreements expires on January 31, 2023, with the option to renew for as long as the contract is in effect, at the discretion of the City Manager; and,

Increase appropriations in the General Services Fund (IS 385) in the Technology and Innovation Department (TI) by \$250,000, offset by funds available. (Citywide)

DISCUSSION

City Council approval is requested to enter into a contract with Graybar Electric Company, Inc. (Graybar), for furnishing and delivering electrical, lighting, data communications, security and related products, services, and solutions, in an annual amount not to exceed \$450,000. Of this amount, \$250,000 will be used to acquire electrical, data communication, and other interfacing parts to support installation and migration of telecommunication utilities into the new Civic Center and Main Library. The remaining amount will be for various electrical parts needed citywide. The telecommunication utility need was included in the equipment category of the critical technology infrastructure needs presentation to the City Council on December 5, 2017.

On September 6, 2017, the City of Kansas City, Missouri, Department of General Services released a Request for Proposals (RFP) on behalf of itself and all states, local government, school districts, and other non-profit organizations, to establish a master purchase agreement for a complete line of electrical, lighting, data communications, security and related products, services and solutions. A contract (No. EV2370) was subsequently awarded to Graybar (Kansas City Contract). The contract provides the lowest government pricing for public agencies across the country to purchase the above referenced items. Therefore, the Technology and Innovation Department would like to contract with Graybar to take advantage of the pricing/cost savings provided under the Kansas City Contract.

City Charter Section 1802 provides an alternative procurement method by permitting the City to purchase or otherwise obtain services, supplies, materials, equipment, and labor with other governmental agencies by purchasing under their contracts on a voluntary and selective basis when authorized by a Resolution of the City Council.

The use of cooperative purchasing contracts provides agencies with opportunities for greater efficiencies in acquiring goods and services, reduces the City's administrative burden of conducting a competitive bid process, and provides greater cost savings by leveraging multiple-agency buying volumes.

This matter was reviewed by Deputy City Attorney Amy R. Webber on February 12, 2018 and by Budget Analysis Officer Julissa José-Murray on February 14, 2018.

TIMING CONSIDERATIONS

City Council action is requested on March 13, 2018, to ensure the purchase of parts and equipment for the new Civic Center project and other City departments can be made in a timely manner.

FISCAL IMPACT

The total cost for this agreement, in an annual amount not to exceed \$450,000, is funded from charges to user departments. As the additional cost for the new Civic Center project is unbudgeted, an appropriation increase of \$250,000 in the General Services Fund (IS 385) in the Technology and Innovation Department (TI) is included in the recommendation. The source for the Civic Center-related costs is General Services Fund funds available, which is consistent with the funding plan detailed in the December 5, 2017 critical technology infrastructure needs presentation to the City Council. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



LEA ERIKSEN
INTERIM DIRECTOR OF TECHNOLOGY AND INNOVATION

LE:CL:ef
S:\City Council Letters\2018 Letters\CCL 2018 0313 – Graybar Electric\CCL 2018 0313 – Graybar Electric (final 1).docx

Attachment

APPROVED:



PATRICK H. WEST
CITY MANAGER

1 RESOLUTION NO.
2

3 A RESOLUTION OF THE CITY COUNCIL OF THE
4 CITY OF LONG BEACH AUTHORIZING THE CITY
5 MANAGER TO EXECUTE AN AGREEMENT WITH
6 GRAYBAR ELECTRIC COMPANY, INC. FOR FURNISHING
7 AND DELIVERING ELECTRICAL, LIGHTING, DATA
8 COMMUNICATIONS, SECURITY AND RELATED
9 PRODUCTS, SERVICES AND SOLUTIONS, THROUGH
10 THEIR CONTRACT WITH THE CITY OF KANSAS CITY,
11 MISSOURI IN AN ANNUAL AMOUNT NOT TO EXCEED
12 \$450,000, FOR A PERIOD OF FIVE YEARS
13

14 WHEREAS, the Charter of the City of Long Beach (the "City"), Section
15 1802, permits the City to purchase services, supplies, materials, equipment and labor
16 with other government agencies by purchasing under their contracts on a voluntary and
17 selective basis when authorized by resolution; and

18 WHEREAS, the City desires to purchase electrical, lighting, data
19 communications, security and related products, services and solutions; and

20 WHEREAS, the City of Kansas City, Missouri has a contract for a complete
21 line of electrical, lighting, data communications, security and related products, services
22 and solutions, Contract No. EV2370 ("Kansas City Contract"); and

23 WHEREAS, the City's participation in the Kansas City Contract will facilitate
24 acquisition of the purchase electrical, lighting, data communications, security and related
25 products, services and solutions as well as provide considerable cost benefits to the City;
26 and

27 WHEREAS, if the City had to utilize a formal bid process rather than
28 participate in the Kansas City Contract considerably more funds would be required;

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NOW, THEREFORE, the City Council of the City of Long Beach resolves as follows:

Section 1. The above recitals are true and correct and are incorporated herein by this reference.

Section 2. The City Manager of the City is hereby authorized to enter an agreement with Graybar Electric Company, Inc. for electrical, lighting, data communications, security and related products, services and solutions on substantially the same terms as the City of Kansas City, Missouri except as modified by mutual agreement of the City and Graybar Electric Company, Inc., and the purchase by the City shall be on the same terms and conditions afforded to the City of Kansas City, Missouri in an annual amount not to exceed \$450,000, for a period of five years.

Section 3. This resolution shall take effect immediately upon its adoption by the City Council, and the City Clerk shall certify the vote adopting this resolution.

I hereby certify that the foregoing resolution was adopted by the City Council of the City of Long Beach at its meeting of _____, 2018 by the following vote:

Ayes: Councilmembers: _____

Noes: Councilmembers: _____

Absent: Councilmembers: _____

City Clerk