



# CITY OF LONG BEACH

DEPARTMENT OF FINANCIAL MANAGEMENT

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December 12, 2017

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 Prudential Overall Supply (Prudential), of Carson, CA, for the service and rental of uniforms, floor mats, mops, and related services, on the same terms and conditions afforded to the City of Tucson, Arizona, through National Intergovernmental Purchasing Alliance (National IPA), in an annual amount of \$446,000, with the option to add expenditures up to 10 percent (or \$44,600), for a total annual amount not to exceed \$490,600, for a period of one year, with the option to renew for four additional one-year periods, at the discretion of the City Manager. (Citywide)

## DISCUSSION

City Council approval is requested to enter into a contract with Prudential to provide the service and rental of uniforms, floor mats, mops and related services. The award represents the combined annual requirements as estimated by various City department users. The Departments of Airport, Financial Management, Gas and Oil, Harbor, Health and Human Services, Library Services, Police, Parks, Recreation and Marine, Public Works, Technology Services, and Water will utilize the contract for their everyday operations and to ensure employee safety.

The Purchasing Division reviewed procurement options for service and rental of uniforms, floor mats, mops, and related services. The City of Tucson's agreement with Prudential (not a MBE, WBE, SBE or Local), through National IPA, was determined to provide the best value based on their competitive pricing, service levels, and breadth of product offering. Prudential is able to manage high frequency requests for service and the various product needs of multiple City departments. The National IPA contract was competitively bid in 2017.

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.

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The use of cooperative purchasing contracts provides public agencies with opportunities for greater efficiencies in acquiring goods by reducing the administrative burden of conducting a competitive bid process and leveraging multiple-agency buying volumes to obtain greater cost-savings.

This matter was reviewed by Deputy City Attorney Amy R. Webber and by Assistant Finance Director Lea Eriksen on November 20, 2017.

TIMING CONSIDERATIONS

City Council action to adopt a Resolution and award a contract concurrently is requested on December 12, 2017, to ensure the contract is in place expeditiously.

FISCAL IMPACT

The total annual amount of this contract will not exceed \$490,600, and is budgeted in various funds and departments. The award of this contract will provide continued support to our local economy by assisting in the preservation of employment for five employees residing in Long Beach.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



JOHN GROSS  
DIRECTOR OF FINANCIAL MANAGEMENT

JG:MLA:KL  
K:\EXEC\COUNCIL LETTERS\BUSINESS SERVICES\2017\12-12-17 CCL - PRUDENTIAL PIGGYBACK.DOCX

ATTACHMENT: RESOLUTION

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 PRUDENTIAL OVERALL SUPPLY TO PROVIDE UNIFORM  
7 RENTAL SERVICES THROUGH THEIR CONTRACT WITH  
8 THE CITY OF TUCSON, ARIZONA IN AN ANNUAL  
9 AMOUNT NOT TO EXCEED \$490,600  
10

11 WHEREAS, the Charter of the City of Long Beach (the "City"), Section  
12 1802, permits the City to purchase services, supplies, materials, equipment and labor  
13 with other government agencies by purchasing under their contracts on a voluntary and  
14 selective basis when authorized by resolution; and

15 WHEREAS, the City desires uniform rental services, floor mats, mops and  
16 related services; and

17 WHEREAS, the City of Tucson, Arizona has a contract for uniform rental  
18 services, floor mats, mops and related services ("Tucson Contract"); and

19 WHEREAS, the City's participation in the Tucson Contract will facilitate  
20 acquisition of the rental of uniforms as well as provide considerable cost benefits to the  
21 City; and

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

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

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

28 Section 2. The City Manager of the City is hereby authorized to enter an

OFFICE OF THE CITY ATTORNEY  
CHARLES PARKIN, City Attorney  
333 West Ocean Boulevard, 11th Floor  
Long Beach, CA 90802-4664

1 agreement with Prudential Overall Supply for uniform rental services, floor mats, mops  
2 and related services on substantially the same terms as the City of Tucson except as  
3 modified by mutual agreement of the City and Prudential Overall Supply, and the  
4 purchase by the City shall be on the same terms and conditions afforded to the City of  
5 Tucson in an annual amount not to exceed \$490,600, for a period of one year with the  
6 option to extend the contract for four additional one-year periods.

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

9 I hereby certify that the foregoing resolution was adopted by the City  
10 Council of the City of Long Beach at its meeting of \_\_\_\_\_, 2017 by the  
11 following vote:

12  
13 Ayes: Councilmembers: \_\_\_\_\_  
14 \_\_\_\_\_  
15 \_\_\_\_\_  
16 \_\_\_\_\_

17 Noes: Councilmembers: \_\_\_\_\_  
18 \_\_\_\_\_

19 Absent: Councilmembers: \_\_\_\_\_  
20 \_\_\_\_\_

21  
22  
23 \_\_\_\_\_  
City Clerk

24  
25  
26  
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