




Transportation Department

FLEET SERVICES DIVISION

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MEMORANDUM

TO: Lluís Gorgoy, Manager
Purchasing Division

FROM: Ross Meslin, Fleet Manager 
Fleet Services Division

Date: October 18, 2018

SUBJECT: Authorization to Access the Florida Sheriffs Association, Contract No FSA18-VEL26.0, Police Rated, Administrative, Utility Vehicles, Trucks and Vans.

The Broward County Fleet Services Division (FSD) is seeking a contractual mechanism for the purchase of cars, light trucks, SUVs, vans and like vehicles. This commodity is required to provide 116 replacement vehicles of the approximately 1,100 County owned or leased general purpose vehicles which have reached or exceeded their useful lifecycle or have been deemed no longer cost effective to maintain or repair.

Fleet is requesting permission to access the Florida Sheriffs Association (FSA) contract # FSA18-VEL26.0. This contract is a competitively bid solicitation in the estimated amount of \$160,000,000.00 for a one (1) year term beginning October 1, 2018 through September 30, 2019. The most recent contractual mechanism for this commodity has been exhausted due to its utilization by multiple County divisions including Fleet Services and has reached its threshold limit for the contract.

Fleet has determined the sources available on the FSA Contract will provide more economical pricing and supply of various makes and models to meet the vehicle needs of the County. Utilizing this contract will allow the County to take advantage of lower costs available through competitive prices based on large volume discounts and economies of scale while reducing administrative costs of project solicitation. Additionally, this contract will allow the County to purchase electric powered vehicles unavailable through previously accessed purchasing mechanisms. Electric powered vehicles are required to support County goals and ensure Broward County remains in a leadership role for sustainability and green initiatives.

Broward County Board of County Commissioners

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Benefits of using this contract include:

- Availability to select the correct make and model for the specific task required by each using department
- Price discounts ranging to over 30% off MSRP
- Prices include all charges for the vehicle, options and delivery
- Prices include a minimum of a three (3) year manufacturer's warranty
- Availability to purchase electric vehicles to support County goals

Fleet has researched the seven (7) models which are expected to be purchased by the County in Fiscal Year 2019 (FY19). Below is a table which compares the pricing of the FSA contract, State of Florida contract, and Sourcewell (previously NJPA) contract. As evident in the table, the FSA contract price is lower across all seven (7) models when compared to the Sourcewell Contract; and five (5) models when compared to the State of Florida Contract; with the other two (2) models expected to be purchased in FY19 not available under the State of Florida Contract.

Make	Model	Florida Sheriffs Association	Florida State Contract 2019	Savings Over State Contract	Sourcewell	Savings Over Sourcewell
Ford	F-150 2WD P/U 6' Bed	\$19,542	\$20,376	\$834	\$22,658	\$3,116
Ford	F-250 2WD P/U 8' Bed	\$22,143	\$22,397	\$254	\$25,698	\$3,555
Ford	F-350 2WD P/U 8' Bed	\$24,567	\$25,605	\$1,038	\$29,934	\$5,367
Ford	Escape S	\$18,572	\$20,046	\$1,474	\$21,253	\$2,681
Ford	EcoSport S	\$18,346	Not Available	N/A	\$20,472	\$2,126
Ford	Transit Cargo T-150 LR	\$20,716	\$21,596	\$880	\$26,323	\$5,607
Nissan	Leaf S	\$25,200	Not Available	N/A	\$26,815	\$1,615
Total		\$149,086	\$110,020	\$4,480	\$173,152	\$24,066

Fleet has budgeted \$1,700,000.00 in funding to replace 60 vehicles for FY19 and has included the budgeted amounts for the other agencies and departments to purchase an additional 56 vehicles which will utilize this contract bringing the estimated purchase to over \$3,300,000.00. Fleet is requesting a \$3,700,000.00 (~10% contingency) threshold to help ensure additional requests are not needed during the term of the contract.

The Office of Economic and Small Business Development reviewed the Sheltered Marker Review Form under the Small Business Enterprise Program and determined that no goals will apply to this request.

Use of the FSA contract will save time and money as the awarded vendor has been found to be responsible to the requirements of the contract. For the reasons stated above, Fleet Services is requesting approval to purchase off the FSA Contract.

Please feel free to contact me directly if you have any questions or concerns at 954-357-6492.