



Mobile Computing Solutions
Executive Summary

Lead Agency: City of Tucson

Solicitation: 171725

RFP Issued: April 12, 2017

Pre-Proposal Date: April 24, 2017

Response Due Date: May 11, 2017

Proposals Received: 4

Panasonic

Awarded to:

The City of Tucson Department of Procurement issued RFP 171725 on April 12, 2017, to establish a national cooperative contract for Mobile Computing Solutions including Ruggedized Laptops, Tablets, Accessories and Related Technology Products & Services.

The solicitation included cooperative purchasing language in Sections: Special Terms and Conditions, Cooperative Purchasing, Page 19:

COOPERATIVE PURCHASING: *Any Contract resulting from this solicitation shall be for the use of the City of Tucson. In addition, public and nonprofit agencies that have entered into a Cooperative Purchasing Agreement with the City of Tucson's Department of Procurement or registered with National IPA are eligible to participate in any subsequent Contract. See www.tucsonaz.gov/procure and click on Cooperatives for a list of the public and nonprofit agencies that have currently entered into Cooperative Purchasing Agreements with the City of Tucson. Additionally, this contract is eligible for use by the Strategic Alliance for Volume Expenditures (SAVE) cooperative. See <http://www.maricopa.gov/Materials/SAVE/save-members.pdf> for a listing of participating agencies. The parties agree that these lists are subject to change.*

Any orders placed to, or services required from, the successful Contractor(s) will be requested by each participating agency. Payment for purchases made under this agreement will be the sole responsibility of each participating agency. The Contractor may negotiate additional expenses incurred as a result of participating agencies' usage of this contract (i.e., freight charges, travel related expenses, etc.). Additionally, the Contractor may negotiate pricing adjustments (upwards or downwards) based upon the participating agency's usage/volume.

The City shall not be responsible for any disputes arising out of transactions made by others. The Contractor(s) will provide an electronic copy of the complete Contract to the City of Tucson Department of Procurement upon receipt of the Notice of Intent to Award. At the City's request, the successful Contractor(s) may also be requested to provide an electronic copy of the complete Contract to a participating agency.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Tucson website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On May 11, 2017 proposals were received from the following offerors:

- Group Mobile
- Panasonic
- Transource
- Zones, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Panasonic and proceeding with contract award upon successful completion of negotiations.

The City of Tucson, AZ, National IPA and Panasonic successfully negotiated a contract and the City of Tucson executed the agreement with a contract effective date of October 11, 2017.

Panasonic responded directly as an OEM manufacturer, with designated Panasonic Authorized Reseller to fulfill the sales, delivery and technical sales support under this contract. Panasonic will effectively manage the efforts of Authorized Resellers to ensure compliance with all contract requirements and the laws and policies of the City of Tucson and the National IPA Cooperative Purchasing Contract requirements.

Contract Includes:

Entire line-up of fully rugged and semi rugged laptops that meet or exceed the City of Tucson requirements. Providing an expansive line-up of accessories and customized products including but not limited to:

- Multiple platforms for rugged laptops
- Scanners, physical security products
- Displays
- Projectors and Arbitrator evidence management products.

Term:

Initial two- year agreement from October 11, 2017 through October 10, 2019 with the option to renew for three (3) additional one-year periods through October 10, 2022.

Pricing/Discount:

Discount off Panasonic SRP with volume discounts available

National IPA Web Landing Pages:

<http://www.nationalipa.org/Pages/Contracts-search.aspx?k=Panasonic>